

Advanced Career Changer Example

Grater Corporation/ New Business Developer

This role is responsible for identifying, analyzing and assessing the feasibility of new business opportunities for our innovative products as well as presenting those opportunities to internal stakeholders for buy-in and approval. The New Business Developer will maintain up to date knowledge of innovations in science and technology as they relate to our core business products and services and work with marketing, sales, and product development teams to implement business development initiatives. The right candidate will have a proven record of identifying, developing and retaining new business.

Requirements:

- 4 year degree, **advanced degree** in the field of science and/or technology including but not limited to biology, **chemistry** or physics a plus
- Minimum 5-7 years of experience in business development or related
- Demonstrated **ability to evaluate and analyze business trends** and opportunities
- **Proven track record** and identifying/ developing new **risk assessments**
- Strong **leadership** skills
- Strong **analytical** skills
- Strong **written and verbal communication** skills
- Ability to **interact effectively** and develop consensus cross-functionally

Eric Carter

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Dear Recruiting Manager:

I am writing to apply for the New Business Developer position with Grater Corporation posted on the Grater Careers website. I recently completed my Master of Science in Leadership from Northeastern University and have prior **experience as an entrepreneur within the science field**. This position is a great opportunity for me to utilize my **background in Chemistry** in a corporate setting, and I am confident I will be a valuable contributor to the Grater team.

I worked in the **chemistry and materials science field** for several years prior to beginning my Master of Science in Leadership program. **My goal** was to learn how to commercialize chemistry ideas to help innovate within business. As an entrepreneur, I have experience in **creating business plans** for two startups and have **successfully helped** them to **optimize their unique business models**. I am comfortable making **business cases** based upon value and **risk assessments**, and seek to build **my career** in combining the technical and business aspects of early development projects, both internally and externally, so my prior experience will allow me to successfully **analyze future business and determine their investment worth** for Grater.

Additionally, I have **strong analytical skills** and **enjoy synthesizing information** as part of evaluating potential new markets and opportunities. Grater's emphasis on product development across industry areas and entrepreneurial culture truly resonates with me as an entrepreneur and scientist. If chosen to be part of the Grater team, I can assure you, I would work hard to achieve benchmarks for outstanding performance and bring value to Grater Corporation through utilizing my **combined business and science based professional background**.

My resume is attached for your review. I am available to interview at your convenience. Thank you for your time and consideration, and I look forward to hearing from you.

Best,

Eric Carter